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Voice Mail #71402

November 7, 1997

TO: All Sales/Territory Representatives

RE: **Doral February B1G1F Promotion #800018**

Ladies and Gentlemen:

Attached is the model for the February Doral B1G1F promotion. Promotion specifics will be in the 1st Quarter Work Plan letter which you will receive in the future.

The attached Model must be reviewed by you immediately and returned to the ROU by Wednesday, November 26, 1997 at the latest. Please use the enclosed postage paid envelope marked to my attention. Please do not FAX this model. You have enough time to mail via US mail.

NOTE:

1) Model consists of calls with a volume of 75 or greater.

2) **Do not make any changes to chain calls.**

3) **You cannot add any SKU's to this promotion**! You can make changes, but your SKU count must remain the same. In other words, you cannot add SKU's, only transfer SKU's from one account to another.

4) If you are making a change, please cross out SKU number in the Revised SKU column and write new number on the line provided. Do not under any circumstance cross out any numbers unless you are making a change. **The Sugg SKU column means nothing.** You must look at what is in the Revised SKU column.

NOTE: **I have not deleted any indicators for this promotion.** We are starting on a clean slate for 1998, and your input on which accounts should or should not get Doral promotions is very important. If there are accounts on your list that should not be getting this promotion, please change to "0". If an account is to get no promotions, either full price or savings, update the NO Promotion indicator in merchandising section.

After changes have been made to models, Direct Account templates will be generated. You will then be sent your final territory models.

Should you have any questions or concerns, please voice mail me at 71402 with your questions, and I will get back to you.

Sincerely,

Margaret

M. A. Sullivan
Enclosure / cc: D/M's/ROM

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C/DATA/WINWORD/WINMOD

Source: https://www.industrydocuments.ucsf.edu/docs/lpvy0000